



Dr. Denton Soft-Knit Sleeping Garments

protect your little ones at night and give you unbroken sleep.

Dr. Denton Garments cover body, feet and hands. Feet are part of the garment. Hands are covered by cuffs that turn down and close with draw-strings. Made from our Dr. Denton's Hygienic, Double Carded, Elastic, Knit, Mixed Cotton and Wool Fabric, specially devised to give most healthful sleep. We use only clean, new, high-grade cotton and wool; no waste, no dyes and no bleaching chemicals. Our Soft-knit fabric carries off perspiration and keeps the child warm even if bed covers are thrown off. Prevents colds that often lead to pneumonia. Eleven sizes, for one to ten years old. Prices, 50c to \$1.10, according to size and style.

Soft, Elastic, Durable. Do Not Shrink.

Write for booklet giving Dr. Mary Wood Allen's practical ideas "Healthful Sleep for Children." Be sure you get the genuine Dr. Denton Garments. Our trade mark, shown here, is attached to each garment. If you cannot get them of your dealer, write us.

TRADE MARK
DR. DENTON SLEEPING GARMENT MILLS,
880 Mill Street, Centerville, Michigan.



Freeman's Face Powder
Made in U.S.A. has stood the test for thirty years. Why not test it yourself? Buy a box for 25c. If after using half you do not think it equal to any powder, no matter what the price, your dealer will refund your money.

25c
Write for Samples

Freeman Perfume Co., Dept. 56, Cincinnati, O.

Pay As You Wish

We'll send you a genuine Lachnite Gem for 10 full days free trial. Put it to every diamond test—fire—acid—the diamond file—make it cut glass—then if you can tell it from a mined diamond, send it back at our expense. If you decide to keep it pay as you wish. Write today for new catalog.

Set in Solid Gold

Genuine Lachnite Gems keep their dazzling fire forever. The nearest mountings—all kinds of jewelry. Write for new jewelry book. **HAROLD LACHNITE COMPANY, 12 N. Michigan Ave., Dept. 2375, Chicago, Ill.**

Every Debutante Can Now Say I SHALL NEVER HAVE A CORN

Nowadays anyone can keep entirely free from corns. No young girl need ever know the ache of a kill-joy corn. Millions of people know that. Corns are needless—are absurd—since Blue-jay was invented. At the first sign of a corn apply a Blue-jay plaster. It can't pain after that. In two days the corn disappears. New corns or old corns can be ended this way. But some old corns—about nine per cent—require the second application.

If you pare corns or use harsh old-time treatments, quit them. If you do not, don't begin. Blue-jay has eliminated 70 million corns. It has done it in an easy, gentle way. With all corns always this is the thing to do. The quicker you do it the better. For your own sake, prove this fact tonight.

Blue-jay Ends Corns

15 and 25 cents—at Druggists
Also Blue-jay Bunion Plasters
BAUER & BLACK, Chicago and New York
Makers of Surgical Dressings, etc.

Who Does the Most Business?

By B. C. FORBES

WHO is the man who does the most business in America? You do not know him, have never heard of him.

Yet his annual transactions are eight times the total income of the billion-dollar Steel Trust, six times the revenue of the United States government, twice the gross receipts of all our railroads, nearly twice the total money in circulation in the country, six times the national debt, fully as much as our combined exports and imports of merchandise, greater than all the wages and salaries paid in America in a year, ten times the estimated wealth of John D. Rockefeller, and several times the gold carried by the central banks of England, Russia, France, and Germany.

The quiet, unassuming, little-known man who handles this unimaginable amount of business is Max May, head of the Guaranty Trust Company's foreign exchange department.

His transactions last year totaled \$6,403,168,848. In other words, he did \$21,343,896 worth of business every working day.

Yet thirty years ago Max May, discouraged and disgusted with America after a stay of three disheartening months, was ready to step on board a German-bound steamer. The young immigrant acknowledged himself a failure! A friend stopped him the night before he was due to sail.

To-day Max May is the highest salaried banker in his line in the whole world, lives on Riverside Drive, and drives his powerful automobile through New York's traffic to his office every morning—"as a nerve-bracer," he says.

What does his \$6,403,168,848 worth of business represent? What does he do? Whom does he deal with?

The foreign exchange banker is the man who makes international trade possible.

If a Brazilian wants to sell coffee to an American or a French importer, or an Argentine exporter has hides to send to London, or a Japanese silk-grower finds a buyer for his product here, or a Chilean mine-owner contracts to supply an English manufacturer with copper, or a South American rubber-grower desires to ship a cargo to Europe or the United States—no matter what the international sale, it has to be financed, and the business of the foreign exchange banker is to advance funds to the seller, take as security the shipping documents giving title to the merchandise, and collect the amount involved from the buyer.

English money—sterling—used to be the international banking medium; now

the American dollar is fast replacing it.

Before the war, money was cheaper in London than in New York. To-day New York rates are lower. Hence hundreds of millions of money for settling international dealings are borrowed here instead of in London, and increased deposits, consequently, are carried here. One national bank alone has over \$130,000,000 of foreign deposits, and the Guaranty Trust Company has scores of millions. New York has become international banker for the world.

The exchange banker has to gauge the



Photograph by Marceau.

He does more business annually than any other man in America. Who is he? You have three guesses. Wrong, wrong, and wrong again. His name is Max May and you never heard of him.

always fluctuating value of the currency of each country as compared with the value of the currency in every other country. He has to buy and sell international checks drawn in every part of the globe and payable anywhere from the Arctic to the Antarctic.

Often he has to send gold across the seas. At other times he has to bring gold here. (Max May imported \$85,000,000 last year.)

He is the man who has to settle the international balance sheet. (The cash alone, paid into Max May's department last year reached \$1,377,879,707.)

And—this is vital—he must know the trustworthiness and standing of every concern with which he deals, whether in the United States or the remote mountains of South America or the interior of China or the center of Africa.

It takes knowledge as well as courage to pass on credits footing up to six thousand million dollars in one year. Upon Max May's shoulders falls that responsibility. Not a dollar's worth of international checks is bought without his O. K. No manufacturer or merchant or importer can figure in the six thousand millions until he is satisfied the party is safe and solid.

A Banker "by Intuition"

"MAX MAY is the best banker by intuition in America," declared one high authority.

"If I were asked my reasons for stopping dealings with a concern, often I could not tell—could not give any concrete facts," Mr. May told me. "But some how I manage to scent danger ahead."

His losses, therefore, are, in comparison with his turnover, infinitesimal. His profits are known to eclipse those of any other exchange expert.

Twelve years ago, when he came to the Guaranty Trust, there were eight men in the exchange department. To-day there are 125.

To create a business of this magnitude has involved tremendous study, incessant work and almost superhuman ability.

Mr. May's day begins at 4:30, summer and winter. Before coming to his desk he must needs have studied the effect of the world's happenings as reported in the morning newspapers. Nothing can happen anywhere on the globe, be it to agriculture, industry, finance, or politics, without having an effect upon the international exchanges, for they are the most sensitive organs in the whole body economic.

To give him vim for his day's tasks, Mr. May mounts a horse at five o'clock every morning and rides for two hours. Then he carefully scans several newspapers.

There is a saying among the financial newspaper men that Max May is the only man who can answer ten telephones at one time! He does practically all his business over the telephone.

His Uncanny Memory

HIS memory is so abnormal as to be uncanny. He carries practically every detail of his billions of business in his head. He never has to consult books, to recall the credit standing of any of the thousands of people and firms and corporations with which he deals.

He has invented his own system of figuring. Calculations that would take the ordinary banker half an hour to figure, Mr. May does in his head; and when real puzzlers come along he simply jots down a few figures on his pad of blotting paper and presto! he has the answer.

The wizard who has so signally facilitated the growth of America's foreign trade from three billions before the war to six billions last fiscal year, landed in this country from Germany thirty-three years ago, could not get a job in any New York bank, went to Chicago, was given \$5 a week as a man-of-all-work in a private banking house. He balked when his employer wanted him to sleep in the office as a night watchman and shifted to a wholesale boot and shoe store. Then, finding his disagreeable surroundings intolerable, he took a train to New York, bound for home.

"Hello, have you just landed from Germany?" a Fatherland acquaintance asked him when he arrived in New York.

"No; I am going back to-morrow," he replied.

His friend took him home, gave him a good dinner and good advice—and sent him back to Chicago "to fight it out."

For months the embryonic banker wrestled with boxes and trucks in a wholesale men's furnishings store. His pay was \$5 a week, and his board and room cost him \$8. His cash reserve was nearing zero before he got a job with a seed company at \$12. But he browsed round among the financial institutions until finally a brother German, August Blum, took him into the foreign exchange department of the Union National Bank, at \$15 a week.

After eight years he was called to open a foreign exchange department for the Atlas National Bank, and four years later (in 1896) was made exchange manager of the important Union National Bank.

When the great First National Bank of Chicago absorbed the Union, May was taken over as assistant exchange manager, and later became head of that important department. Here his work began to attract national attention, and before long John W. Castles, then president of the Guaranty Trust Company, induced May (in 1904) to come to New York. When Castles went to the Union Trust Company he asked May to come along; but when the Guaranty directors got wind of it they made May a vice-president with a salary greater than that of most bank presidents.

And he earns for his institution more than most bank presidents!